

Message Text

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15

ACTION XMB-07

INFO OCT-01 EUR-25 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SPC-03

CIEP-02 OMB-01 DRC-01 /096 W
----- 003112

R 060640Z MAR 74

FM AMEMBASSY HELSINKI
TO SECSTATE WASHDC 7240

UNCLAS HELSINKI 0462

E.O. 11652: N/A

TAGS: BPRO FI

SUBJ: EXIMBANK BANK GUARANTEE FOR SALE OF PRINTING
PRESS TO LEVYVALMISTETEHIDAS VAINO RAUTIAINEN

REF: STATE 038019

1. AFTER INQUIRY LOCAL BANKS EMBASSY CONCURS WITH THEIR JUDGEMENT THAT CREDIT OF DOLS 450,000 IS COMMENSURATE WITH FIRM'S 1973 TURNOVER OF APPROXIMATELY DOLS 5 MILLION. EMBASSY PERCEIVES NO POLITICAL OR OTHER REASONS WHY EXIMBANK SHOULD NOT CONSIDER GUARANTEE APPLICATION.

2. THE FIRM HAS STEADILY INCREASED ITS ANNUAL TURNOVER IN RECENT YEARS. PROPRIETOR AND MANAGING DIRECTOR VAINO ARMAS RAUTIAINEN IS DESCRIBED AS A CAPABLE BUSINESSMAN OF INTEGRITY AND ENJOYING A BLAMELESS REPUTATION AS BUSINESSMAN AND PRIVATE INDIVIDUAL. THE FIRM IS ENGAGED IN MANUFACTURE OF RADIATORS AND STEEL STRUCTURES AND MR. RAUTIAINEN IS NOW EXPANDING INTO THE PRINTING BUSINESS AND IS ACQUIRING THE NECESSARY EQUIPMENT.

3. EMBASSY HAS NOT CONTACTED FIRM NOR DID IT HAVE PREVIOUS KNOWLEDGE OF TRANSACTION. HOWEVER, U.S. PRINTING EQUIPMENT ENJOYS A GOOD REPUTATION IN FINLAND
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AS WAS REPORTED IN EMBASSY'S MARKET BRIEF ON PRINTING

AND PUBLISHING EQUIPMENT (JUNE 1973) AND INDICATED BY
THE SUBSTANTIAL ATTENDANCE FROM FINLAND AT THE PRINTING
AND PUBLISHING SHOW IN STOCKHOLM SEPTEMBER 1973 AND
THE EMBASSY ASSISTED VISIT OF TWENTY GOVERNMENT AND
BUSINESS EXECUTIVES FROM THE PRINTING FIELD TO THE
U.S.A. IN APRIL 1973.
KREHBIEL

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NNN

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